



State of New Jersey

DEPARTMENT OF THE TREASURY
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LOCATION:
33 W. STATE STREET
TRENTON, NJ

February 25, 2002

Ref: 02-X-32533

Inmate/Resident Telephone Control Service
Original Bid Opening Date: November 1, 2001
Revised Bid Opening Date: December 20, 2001
Revised Bid Opening Date: January 25, 2002
Revised Bid Opening Date: February 28, 2002
Revised Bid Opening Date: March 15, 2002

Addendum No. 8

To All Attendees of the Bidder's Conference:

Below are questions received on the referenced RFP on the Subcontractor Utilization Plan and their responses:

Question 1: Do we need to list every subcontractor we plan to use on the form, or just those that meet the MBE or WBE requirement?

Response: Every subcontractor is to be listed on the "Subcontractor Utilization Form", which can include suppliers, installers, etc.

Question 2: What is a "Vendor ID Number"?

Response: It is the number identified by a firm when it applies for certification from the New Jersey Commerce and Economic Growth Commission – typically it is a tax identification number or a social security number.

Question 3: For the "Estimated Value of Subcontracts" - can you explain what you're looking for here. For example, if we are using a subcontractor to provide the long distance, are you looking for the total long distance revenue (gross amount) or the value to the long distance company (net, after expenses, commissions, etc).

Response The "Estimated Value of Subcontracts" should be the estimated gross amount to be paid to the subcontractor, i.e. for the long distance subcontractor, estimate the value of the long distance service over the term of the contract.

Question 4: Relative to #3, are you just looking for the "Estimated Value of Subcontracts" for those subcontractors that are MBE or WBE?

Response: The "Estimated Value of Subcontracts" refers to the estimated value of all subcontracts.

Question 5: (Vendor) would like clarification on the MWBE set-a-side program. Specifically, does that mean "two separate MWBE companies"? One for the MBE at 7% and another for WBE at 3% for a total of 10%?

Response: The State has a bifurcated goal of 7% for MBEs and 3% for WBEs. A contractor may have one or multiple vendors in each of the categories.

Question 6: (Vendor) seeks clarification on "Value of the Contract" in determining what is 7% and 3% in terms of actual revenue. As an example, most State Contracts are cost based and not revenue sharing like the inmate phone contract. The State should at least allow corporations to subtract the commissions paid to the state before determining "Value of Contract."

Response: It is up to the prime contractor to estimate the "Value of the Contract" and to make a good faith effort to achieve the set-aside subcontractor goals. The prime contractor's estimated amount of the commission to the State does not have to be included in the set-aside subcontractor amount.

A vendor contacted the New Jersey Commerce and Economic Growth Commission's Office of Small Business requesting a clarification of the Set-Aside Program. The information provided the vendor is as follows:

The vendor challenged the ability to support having woman or minority subcontractors. The concern in the event that it could not provide them was that they would not be eligible to bid. The vendor was informed that the process was meant to be fair and equal for all. If a prime contractor is unable to find certified firms specific to the contract to complete the work the company should proceed

with the bid proposal, including providing supporting evidence to demonstrate that every reasonable effort was made to secure certified woman and minority firms to fulfill the requirements of the RFP.

In addition, the Office of Small Business will supply, by written request, a listing of woman and minority firms by specific commodity code.

Addendum No. 8 is to be incorporated and become a part of proposal 02-X-32533.

Sincerely yours,

A handwritten signature in cursive script, appearing to read "A. Lello".

Antoinette Lello